

Appl. No. 10/666,004  
Amdt. Dated March 20, 2005  
Reply to Office Action Mailed January 12, 2004

### **REMARKS**

Claim 8 has been amended. Claim 9 has been canceled without prejudice. Claims 1-8 and 10-11 remain pending in the application.

#### **Claim Rejections Under 35 U.S.C. 103(a)**

Claims 1-7 are rejected under 35 U.S.C. 103(a) as being unpatentable over Land et al. (U.S. Patent #6,807,533, hereinafter "Land"), in view of Wong (U.S. Patent #6,115,690, hereinafter "Wong"), in further view of Lee et al. (U.S. Patent Application Publication #20030074289, hereinafter "Lee").

Claims 8-11 are rejected under 35 U.S.C. 103(a) as being unpatentable over Wong, in view of Lee.

Applicant appreciates Examiner's careful review of the application, and traverses as follows.

#### **Claims 1-5**

Claim 1 recites a system for managing accounts receivable, the system comprising:

a database server for storing accounts receivable data;

an application server electrically connected with the database server for accessing and processing data stored in the database server, the application server comprising a data obtaining module for obtaining data from external systems, a sales return managing module for managing accounting operations

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related to sales returns, *a sales discount managing module for managing accounting operations related to sales discounts*, an accounts receivable managing module for managing and updating the accounts receivable data stored in the database server, and an account booking module for automatically generating accounting entries; and

a plurality of client computers electrically connected to the application server for downloading data from and uploading data to the database server (emphasis added).

As stated by Examiner, Land and Wong do not disclose the feature of *a sales discount managing module for managing accounting operations related to sales discounts*.

Examiner further stated that Lee is an analogous case that teaches the discount managing module described in the second limitation above (Figure 8b item 328, and Para. 37).

In Figure 8b item 328, Lee discloses a step of:

Calculate the remittance loss, cash discount and amount for abatement based on the selected account, then proceed the abatement based on the selected account.

Lee further discloses a detailed description of the above step in Para. 37:

Then, the system will automatically calculate the information concerning the profit and loss of the remittance accepted, cash discount and amount of abatement based on the selected accounts. Basically, it automatically calculates the amount of the profit and loss of the remittance accepted and cash discount based on the selected accounts receivable; and the amount to be

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abated based on the selected accounts to be abated. The system will also abate the amount of accounts receivable to be abated based on the information of the profit and loss of the remittance accepted, cash discount and amount of abatement by the amount of selected accounts received, accounts payable and other accounts to be abated.

In Para. 21 of the present application, applicant discloses:

The sales discount managing module 204 is for managing sales discounts according to sales discount data obtained from the sales management system 5. *Sales discounts typically comprise different discount types and discount rates, and the particular discount terms are recorded for each purchase order (P.O.). The sales discount managing module 204 can automatically calculate a discount of each purchase order according to the corresponding discount terms.*

Lee fails to disclose contents of *sales discounts*, especially *the sales discounts comprising different discount types and discount rates*. Applicant asserts the sales discount managing module of amended claim 1 is substantially different from Lee.

Therefore, the cited references, taken alone or in combination, do not teach or suggest the feature of a system for managing accounts receivable, the system including *a sales discount managing module for managing accounting operations related to sales discounts*.

For at least the foregoing reasons, independent claim 1 is submitted to be patentable under 35 U.S.C. § 103(a) over Land in view of Wong, and further in view of Lee.

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Accordingly, claims 2-5, which depend from claim 1, should also be patentable over the cited references.

**Claims 6 and 7**

In Fig. 10, items 436, 456, and Col. 9 line 17-24, Land discloses features related to invoice information:

Batch file 436 includes basic information 440 pertaining to invoice 432. Information 440 received electronically to ARS 10 includes information such as a date of invoice 442, a due date of invoice 444, a currency of invoice 446, an amount of invoice 448, a customer number 450, a billing identification recognition code (IC) 452, an invoice number 454, other payment terms 456 and a customer purchase order number 458, if available.

In Figure 11, item 490, and Col. 10 lines 25-41, Land discloses detailed steps of:

ARS 10 accepts payments 474 in multi-currency 484 and accounts for exchange gains or losses in the balancing process. ARS 10 also offers on-line remittance processing 490 so that concurrently with the application of the checks against the invoices, these invoices are shown as paid and the customer balance is updated in an on-line format. Remittance processing 490 allows for multi-account connectivity as depicted in FIG. 14 herein. During remittance processing 490, ARS 10 identifies any cash variances, exchange losses, discounts and concessions that are allowed. ARS 10 then automatically balances payment 474 by writing the journal entry so that the appropriate cash

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variance, exchange variance, discount or concession journal entry is included in the receivable totals balancing 494. Remittance Processing Module 194 is balanced 494 in batch mode overnight and the appropriate journal entries are generated to update the receivable numbers in the client's G/L system 180.

In Para. 26 of the present application, applicant explains a flowchart for automatically confirming an account receivable of a purchase order released by a customer, comprising steps as follows:

In step S312, the application server 2 determines whether there is an *advance payment* related to the purchase order. If the purchase order has an *advance payment*, in step S314, the sales invoice managing module 206 automatically generates an invoice for the *advance payment*, whereupon the procedure proceeds to step S316. If the purchase order does not have an *advance payment*, in step S316, the data obtaining module 200 obtains a delivery message related to the purchase order from the inventory management system 6 to confirm that the purchase order is fulfilled.

Land fails to disclose or suggest the method for managing accounts receivable including the step of:

retrieving *advance payment* data related to the purchase order according to the obtained purchase order data.

Wong and Lee also fail to teach or suggest the above-described step.

Therefore, the cited references, taken alone or in combination, do not teach or suggest the step of retrieving *advance payment* data related to the purchase order according to the obtained purchase order data.

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For at least the foregoing reason, independent claim 6 is submitted to be patentable under 35 U.S.C. § 103(a) over Land in view of Wong, and further in view of Lee.

Accordingly, claim 7, which depends from claim 6, should also be patentable over the cited references.

### **Claims 8-11**

Claim 8, as amended according to the original disclosure of embodiments of the present invention, recites a method for managing accounts receivable, the method comprising the steps of:

***confirming fulfillment of a purchase order released by a customer according to a delivery message related to the purchase order;***

determining whether a sales return has occurred on the purchase order;

***determining whether the purchase order has a sales discount if no sales return has occurred, and generating accounting entries for the sales discount if the purchase order has a sales discount;***

***calculating a discount according to discount terms recorded in the purchase order;***

determining whether the customer has accepted an alternative arrangement for the purchase order if a sales return has occurred, and reconfirming fulfillment of the purchase order if the customer has accepted the alternative arrangement;  
canceling one or more sales invoices related to the purchase order if the customer has not accepted the alternative arrangements;

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balancing one or more accounts receivable related to the purchase order; and  
generating accounting entries for the sales return (emphasis added).

In Col. 17 lines 17-20, Wong describes:

Using the present system, on the other hand, all parties have simultaneous access to up-to-date information about the status of the part, whether it has been ordered, received, shipped, the ship-to address, etc.

Wong fails to disclose or suggest the method for managing accounts receivable including the step of:

***confirming fulfillment of a purchase order released by a customer according to a delivery message related to the purchase order.***

As stated by Examiner, Lee does not disclose the above step either.

Therefore, neither Wong nor Lee, taken alone or in combination, teaches or suggests the feature of the method for managing accounts receivable including the step of:

***confirming fulfillment of a purchase order released by a customer according to a delivery message related to the purchase order.***

Additionally, for reasons similar to those asserted above in relation to claim 1, applicant submits that neither Wong nor Lee, taken alone or in combination, teaches or suggests the features of:

***determining whether the purchase order has a sales discount if no sales return has occurred, and generating accounting entries for the sales discount if the purchase order has a sales discount; and  
calculating a discount according to discount terms recorded in the purchase order.***

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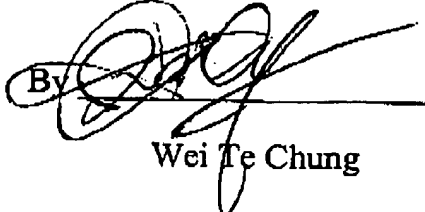
For at least the foregoing reasons, independent claim 8 is submitted to be patentable under 35 U.S.C. § 103(a) over Wong, in view of Lee.

Accordingly, claims 10 and 11, which depend from claim 8, should also be patentable over the cited references.

In view of the above claim amendments and remarks, the subject application is believed to be in a condition for allowance, and an action to such effect is earnestly solicited.

Respectfully submitted,

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